

Fit for Purchasing: Driving Value with Sourcing

BENEFIT	The participants will understand the objectives, the responsibilities and the impact of purchasing in best-in-class organizations. They will also learn which strategies, tools, methods professional strategic purchasers use in order to add real value to the business.
CONTENTS	<p>The Role and Significance of Purchasing</p> <ul style="list-style-type: none"> ▪ Differences between strategic sourcing and reactive procurement ▪ The impact of purchasing: How purchasing contributes to the profit ▪ Prerequisites to boost the impact of purchasing ▪ Most important skills and responsibilities of strategic purchasers <p>Analysis of Spend and Identification of Saving Potentials</p> <ul style="list-style-type: none"> ▪ Spend analysis: prerequisites, methods, procedures ▪ The „Total Cost of Ownership (TCO)“- Approach ▪ Identification of cost reduction opportunities with TCO ▪ CHECKLIST: The 40 most effective cost reduction opportunities <p>Market Analysis and Supplier Selection</p> <ul style="list-style-type: none"> ▪ How to identify the correct markets for each category / commodity ▪ Fast and efficient methods to identify new suppliers ▪ How to qualify new suppliers: steps, tools, qualification criteria <p>Sourcing Strategies, Methods and Tools</p> <ul style="list-style-type: none"> ▪ How to develop and implement market driven sourcing strategies ▪ “Best-Practice” tender processes explained step by step ▪ Closing the deal: negotiation methods, strategies and tactics <p>Supplier Relationship Management (SRM): An Introduction</p> <ul style="list-style-type: none"> ▪ The SRM-Process and goals of SRM ▪ Evaluation and development of suppliers: opportunities, challenges <p>Measuring & Controlling Success</p> <ul style="list-style-type: none"> ▪ Key Performance Indicators to measure the impact of purchasing and to monitor purchasing processes and progress
DURATION	2 days (Training No. FW01-US)
TARGET GROUP	Newcomers in purchasing, members of technical departments
TRAINING METHODS	Input, discussions, teamwork, best-in-class-examples
REQUIREMENTS	None